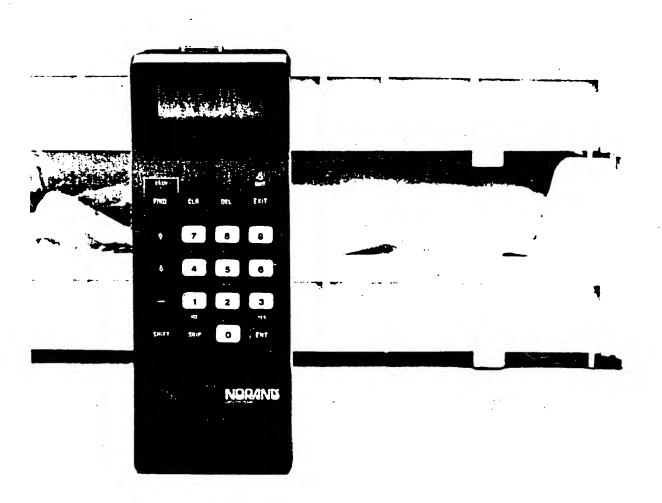
APPENDIX A

STEVEN E. KOEICK
APPLICATION FOR PATENT
"BATTERY CONDITIONING SYSTEM
HAVING COMMUNICATION WITH BATTERY
PARAMETER INFORM LEAN'S IN
CONJUNCTION THE BATTERY
CONDITIONING ATTY. LOCKET 5717-Y

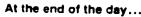
Route-commander. Portable Data System

for bakery distribution



NOBWND.

BEST AVAILABLE COPY



Back at the depot, the system also speeds settlement. It produces a final sales report itemizing the entire day's activities on a single slip of paper. The salesman merely compares his cash, checks and charges against the system's totals. If they match, he's done for the day.

Instead of spending an hour in the sculement room, he's through in 10 to 15 minutes. And he leaves knowing everything is accurate to the

That means salesmen have fewer eash shortages, a larger paycheck and improved job satisfaction. Once they try it they'll never want to go back to the old way of working.

Aids management, too.

The line-item details collected by the Route-commander* system can be processed at night by personal computers at your depots. Or, it can be sent directly to your company's home office or regional computers.

Daily summary reports give supervisors greater control over route productivity and inventory. The same data can be used to generate sophisticated management reports. That information can aid marketing efforts and help plan production more efficiently.

It's essential to running a "market driven" company. It lets you provide the right product to the right customer at the right time ... the secret of success.

Since data is telecommunicated directly, costly keypunching and errors are eliminated. And statements can be mailed sooner to speed up cash flow.

"Electronic mail" brings your organization together.

Has this ever happened to you? Your merchandisers negotiate a promotion with a chain customer. When the promotion is scheduled to start, route salesmen fail to set up a special display and leave extra product.



Perhaps they were never notified or perhaps they simply forgot Either way, it doesn't reflect well on your company.

The Route-commander system assures communications via "electronic mail." Messages and instructions can be transmitted from headquarters to supervisors at depots. Or, to salesmen on the route

where they appear at appropriate No more missed sales. No

